

## Message Text

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ACTION STR-04

INFO OCT-01 STRE-00 ISO-00 AGRE-00 IO-13 OIC-02 AF-08

ARA-06 EA-07 EUR-12 NEA-10 AGR-05 CEA-01 CIAE-00

COME-00 DODE-00 EB-07 FRB-03 H-02 INR-07 INT-05 L-03

LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15

ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 FEAE-00 OMB-01

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R 131620Z SEP 76

FM USDEL MTN GENEVA

TO SECSTATE WASHDC 1872

INFO AMEMBASSY CAIRO

AMEMBASSY JAKARTA

AMEMBASSY NEW DELHI

AMEMBASSY SINGAPORE

LIMITED OFFICIAL USE SECTION 1 OF 2 MTN GENEVA 7163

ACTION STR

H PASS CODEL

E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: AMBASSADOR DENT'S TRIP: TROPICAL PRODUCTS, ANNEX  
COUNTRY POSITIONS

REF: (A) MTN GENEVA 6384, (B) STATE 15109, (C) SINGAPORE 3936

1. ANNEXES ON COUNTRY POSITIONS IN MTN TROPICAL PRODUCTS  
NEGOTIATIONS FOR COUNTRIES ON AMBASSADOR DENT'S ITINERARY  
AS FOLLOWS:

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2. EGYPT - (TOTAL VALUE OF US OFFER 1974 TRADE \$6,000, NO

US REQUEST FOR EGYPTIAN CONCESSIONS)

(A) BACKGROUND - EGYPT DOES NOT HAVE A MAJOR STAKE IN THE OUTCOME OF THE TP GROUP. ITS REQUEST LIST WAS LIMITED TO SEVEN ITEMS INCLUDING MOSTLY TEMPERATE AGRICULTURAL ITEMS SUCH AS CITRUS, TOBACCO, AND COTTON. THE US OFFER RESPONDED POSITIVELY TO ONLY ONE EGYPTIAN REQUEST TSUS 165.55 OTHER FRUIT JUICES. VALUE OF THIS ITEM TO EGYPT EVEN IN DOUBT, SINCE EGYPTIAN MTN DELEGATE UNCLEAR AS TO SPECIFIC INTEREST IN THIS ITEM. GOE IS LIKELY TO PRESS REQUEST FOR DUTY ELIMINATION ON LONG STAPLE COTTON TSUS 300.15. MTN DEL HAS RESPONDED TO BASED ON REF (B). (TP REPORTING CABLES: MTN GENEVA 9486 ('75) AND MTN GENEVA 4677).

3. INDIA (TOTAL VALUE OF US OFFER 1974 TRADE \$20.4 MILLION, ESTIMATED VALUE OF US REQUEST FOR CONCESSIONS, \$8.6 MILLION.)

(A) SIGNIFICANT PRODUCTS ON US OFFER TO INDIA - INDIA IS THE PRINCIPAL SUPPLIER OF 24 PRODUCTS INCLUDED IN THE US OFFER. TSUS 106.60 FROG MEAT, 121.52 GOAT SKINS, 121.54 SHEEP SKIN, 152.58 MANGO PASTE AND PULP, 161.31 DILL, 304.58 PROCESSED VEGETABLE FIBERS, 414.75, 360.35, 385.95 COIR PRODUCTS, 305.20-30, 335.50, 347.30, 360.36, 385.48 JUTE PRODUCTS, 435.70 OPIUM, 516.71-73, 516.76, 516.94 MICA PRODUCTS, 100.95 MONKEYS, AND 790.37 INCENSE.

(B) BACKGROUND - THE INDIAN DELEGATION HAS TAKEN THE MOST RIGID POSITIIN WITH REGARD TO LDC CONTRIBUTIONS TO THE TROPICAL PRODUCTS NEGOTIATIONS. THEY HAVE CONTINUED TO MAINTAIN THAT THEY WOULD CONTRIBUTE, BUT AT THE END OF THE MTN, BASED ON THEIR ASSESSMENT OF THE NET BENEFITS TO INDIA DURING THE MTN. FUNDAMENTAL TO THEIR POSITION IS THAT THE US OFFER DID NOT RESPOND TO SEVERAL REQUESTS IN THE TP GROUP ON KEY EXPORT PRODUCTS TO INDIA: SUGAR, TOBACCO, WALNUTS, LEATHER PRODUCTS, GARLIC, MARINE PRODUCTS, BASMALI RICE, LIMITED OFFICIAL USE

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AND CAPSICUM PEPPER. IN ADDITION INDIA IS CONCERNED THAT TEXTILE PRODUCTS WILL BE EXCLUDED FROM THE MTN. THUS THE INDIANS ARE WAITING TO SEE THE TREATMENT ON KEY EXPORT PRODUCTS BEFORE AGREEING TO MAKE CONTRIBUTIONS. WASHINGTON AGENCIES ARE AWARE BILATERAL U.S.-INDIAN NEGOTIATIONS MAY BE HELD IN NEAR FUTURE UNDER ARTICLE XXVIII AS RESULT OF INDIAN INCREASES IN 135 BOUND ITEMS; THESE NEGOTIATIONS MIGHT GIVE GOI A

FACE-SAVING TECHNIQUE TO GIVE US SOME OF THE SPECIFIC  
PRODUCT OBJECTIVES WE HAVE REQUESTED IN TP CONTEXT.  
(TP REPORTING CABLES: MTN GENEVA 5607, MTN GENEVA 2866)

(C) TALKING POINTS -- INDIA'S REACTION TO THE US  
REQUEST IS EXTREMELY IMPORTANT GIVEN INDIA'S  
PRINCIPAL SUPPLY POSITION ON A NUMBER OF PRODUCTS ON  
THE US OFFER.

-- INDIA HAS AN INTEREST IN IMPROVING ALL DC OFFERS  
BUT IN OUR VIEW THE ONLY WAY THIS CAN BE DONE IS IN  
A NEGOTIATING ENVIRONMENT.

-- ALTHOUGH INDIA HAS TAKEN THE POSITION THAT IT  
CAN NOT ASSESS THE ADDITIONAL BENEFITS (OFFER  
VERSUS REQUEST) IN THE TP NEGOTIATIONS, WE NOTE THAT  
INDIA HAS JUST REACHED AGREEMENT WITH THE EC ON JUTE  
PRODUCTS AGREEING TO LOWER EXPORT DUTIES AND TO ENTER  
BROAD SUPPLY COMMITMENTS IN EXCHANGE FOR DUTY ELIMI-  
NATION IN THE EC MARKET.

-- THERE WILL BE A TP GROUP MEETING ON OCTOBER 18  
IN GENEVA. IN OUR VIEW NO PROGRESS HAS BEEN MADE IN  
BILATERAL CONSULTATIONS VIRTUALLY ASSURING A REPEAT  
OF THE LAST TROPICAL PRODUCTS GROUP MEETING.

4. SINGAPORE - (TOTAL VALUE OF US OFFER 1974 TRADE  
\$7.1 -- \$9.3 MILLION, ESTIMATED VALUE OF US REQUEST  
\$2.9 MILLION.)

(A) SIGNIFICANT PRODUCTS - TSUS 240.60 WOOD VENEER  
PANELS, 202.60 HARDWOOD FLOORING, 202.40 LAUAN LUMBER,  
240.23 PLYWOOD MAHOGANY, 240.38 WOOD VENEER PANELS,  
AND 727.30 TEAK CHAIRS.

(B) BACKGROUND - SINGAPORE SHARES GENERAL LDC VIEW  
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THAT LDC CONTRIBUTIONS CAN ONLY BE CONSIDERED AT THE  
END OF THE MTN. SINGAPORE HAS OBSERVED THAT US  
REQUEST INCLUDES ITEMS WHICH ARE NOT TROPICAL PRODUCTS  
(AIR CONDITIONERS, REFRIGERATORS, ETC.) WHILE

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FM USDEL MTN GENEVA

TO SECSTATE WASHDC 1873

INFO AMEMBASSY CAIRO

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AMEMBASSY SINGAPORE

LIMITED OFFICIAL USE SECTION 2 OF 2 MTN GENEVA 7163

ACTION STR

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ITS REQUESTS WERE RESTRAINED TO TROPICAL PRODUCTS, MANY OF THEM IN SUPPORT OF FELLOW ASEAN MEMBER REQUESTS (COCONUT OIL, NATURAL RUBBER, ETC.). SINGAPORE DEL HAS ALSO CALLED ATTENTION TO SINGAPORE'S TRADE DEFICIT WITH THE US. REFTEL (C) QUOTES SINGAPORE OFFICIAL AS CHARACTERIZING US OFFER AS A "JOKE" FROM THE ASEAN POINT OF VIEW. SINGAPORE GENEVA DEL IS EMBARRASSED BY THIS CHARACTERIZATION AND RECOGNIZES THAT THE US OFFER ON HARDWOODS, COCONUT OIL, AMONG OTHERS, ARE VERY IMPORTANT CONCESSIONS TO ASEAN COUNTRIES BUT BELIEVES ITEMS ON US REQUEST LIST ARE LIMITED OFFICIAL USE

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NON-STARTERS. (TP REPORTING CABLES MTN GENEVA 3076)

5. INDONESIA - (TOTAL VALUE OF US OFFER 1974 TRADE \$2.1 MILLION, ESTIMATED VALUE OF US REQUEST \$1.5 MILLION.

(A) SIGNIFICANT PRODUCTS - TSUS 106.60 FROG MEAT, 452.80 NUTMEG OIL AND CONSIDERABLE POTENTIAL TRADE IN THE HARDWOOD VENEERS AND PLYWOOD.

(B) BACKGROUND - SHARES STANDARD LDC VIEW THAT CONTRIBUTIONS BY LDCS ARE MORE APPROPRIATE AT END OF DAY BASED ON AN ASSESSMENT OF NET BENEFITS TO THEM. GENEVA DEL HAS INDICATED THAT MORE GENERAL CONTRIBUTIONS SUCH AS ADHERENCE TO NONTARIFF MEASURES CODES AS THEY EMERGE IN THE MTN WOULD BE MORE EASILY ENTERTAINED. INDONESIA HAS EXPRESSED CONCERN THAT TOBACCO, AN ITEM OF MAJOR EXPORT INTEREST TO THE, HAS BEEN LEFT OFF THE US OFFER LIST, THAT THE US OFFER LIST HAS NOT ATTEMPTED TO DEAL WITH NONTARIFF MEASURES QUESTIONS SUCH AS ACCEPTANCE OF LOCAL CERTIFICATION ON RUBBER AND PEPPER PRODUCTS. (TP REPORTING CABLES: MTN GENEVA 2967)

(C) TALING POINTS -- US OFFER TSUS 452.80 WAS DESIGNED SPECIFICALLY TO MEET AN INDONESIAN REQUEST. -- ON A PROEUCT LIKE TOBACCO US HAS INTEREST AS A MAJOR EXPORTER. TO BE IN POSITION TO LOWER TOBACCO DUTIES THE US MUST ACHIEVE LIBERALIZATION OF TOBACCO MARKETS ON AN MFN BASIS. THE US AND INDONESIA AS EXPORTERS HAVE A MUTUAL INTEFST IN LOWERING SUCH BARRIERS. CULBERT

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